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2 UNITED STATES DISTRICT COURT  
3 DISTRICT OF NEW JERSEY  
4 CIVIL ACTION NO. 2:16-CV-06576

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5 INDUSTRIA DE ALIMENTOS ZENU S.A.S.,

6 Plaintiff,

7 - against -

8 LATINFOOD U.S. CORP. d/b/a ZENU PRODUCTS  
9 CO. and WILSON ZULUAGA,  
10 Defendants/Counter Plaintiff.

-----x  
11 LATINFOOD U.S. CORP. d/b/a ZENU PRODUCTS  
12 CO.,

13 Defendant/Counter Plaintiff.

14 and

15 INDUSTRIA DE ALIMENTOS ZENU S.A.S  
16 and CORDIALSA USA, INC.

-----x  
17 599 Lexington Avenue

18 New York, New York

19 July 11, 2019

20 10:12 a.m.

21 30(B)(6) Deposition of LUIS ARANGO, a  
22 representative of the Plaintiff/Counter  
23 Defendant held at the above-entitled time and  
24 place, taken before Carolyn Crescio, a  
25 Professional Shorthand Reporter and Notary  
Public of the State of New York.

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**EXHIBIT M**

1 L. ARANGO

2 in the US?

3 A. It was about the use of the  
4 trademark in the US.

5 Q. Which trademark?

6 A. Zenu.

7 Q. And this was in March of 2014?

8 A. Uh-huh.

9 Q. Do you know if this was the first  
10 time there was a discussion about marketing Zenu  
11 brands in the US?

12 A. No. It was in 2011.

13 Q. Thank you. There's a reference here  
14 to -- on that that page, 2489, to: Good  
15 morning, Carlos.

16 Whose Carlos, if you know?

17 A. No, I don't.

18 Q. Carlos Andreas Espinoza? You're not  
19 familiar with him?

20 A. No, I'm not familiar.

21 Q. When did you say this meeting took  
22 place? Was that in March of 2014?

23 A. Uh-huh.

24 Q. And you flew out to Colombia for  
25 this?

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2 A. No. I was there for another  
3 meeting.

4 Q. On page 2490, the top of the page,  
5 it says: We needed to send four samples of the  
6 beans with the labels in English to present them  
7 to the FDA.

8 Was that -- do you know if that was what was  
9 going to be shipped to Paneria Central, as you  
10 mentioned before?

11 A. No. Those four samples, we send  
12 them over to customers. They send more. Four  
13 of them were sent to FDA Customs. Four out of  
14 the box. I don't remember how many units had  
15 the box.

16 Q. Were any of those products, do you  
17 know, delivered to Paneria Central?

18 A. Not those four. Those four were  
19 sent to FDA.

20 Q. Do you know what happened to the  
21 rest of the case?

22 A. We keep them, some in the office.  
23 We ate some of them, and some of them were sold  
24 to Paneria Central.

25 Q. Because the email says, We need to

1 L. ARANGO

2 send four samples --

3 A. Yeah, but they send more.

4 Q. There's a -- on 2490, there's an  
5 email, looks like it was sent by the same  
6 Hernando Ramos. Looks like it was dated  
7 March 10th, 2014; is that correct?

8 A. Uh-huh.

9 Q. Again, if you would make it verbal.

10 A. Yes.

11 Q. Who is, if you know, Fernary Garcia?

12 A. I know he worked for Industria. I  
13 don't know what his job.

14 Q. Did you receive a copy of this email  
15 at the time, concerning a meeting with you?

16 A. I don't remember.

17 Q. I think it's on the -- there is a  
18 bunch of, like, points -- 1, 2, 3, 4, on that  
19 same page, 2490. It says: Validate the use of  
20 the Zenu-brand in the USA. Support from  
21 Servicios Nutresa.

22 A. Uh-huh.

23 Q. Again, if you're going to comment or  
24 if you're going to express yourself, I  
25 appreciate it if, for the record, if we can make

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2 that verbal.

3 A. Yes.

4 Q. Thank you. Was this one of the  
5 topics, do you recall, that you discussed with  
6 Industria when you were discussing bringing  
7 Zenu-branded products into the US?

8 A. Yes.

9 Q. What was that discussion about, if  
10 you recall?

11 A. Can you be more specific?

12 Q. Yes. You say: Validate the use of  
13 the Zenu brand in the US. What does that mean?

14 A. Normally when we want to sell a  
15 product, the company must consult with  
16 Servicios, the status of the trademark.

17 Q. Who was present at that meeting, if  
18 you recall?

19 A. Which meeting?

20 Q. This meeting you had in Colombia  
21 regarding bringing the Zenu-brand product into  
22 the US.

23 A. I think it's very broad, your  
24 question. There was no one single meeting. It  
25 was informal conversation with the president of

1 L. ARANGO

2 Zenu, and he direct me to Hernando. And I talk  
3 with Hernando about the possibility of bringing  
4 the product to the US.

5 Q. When you say "the president," was  
6 that Diego Medina?

7 A. Yes.

8 Q. Do you know if there were any  
9 issues or any discussions about validating the  
10 use of the Zenu brand in the US?

11 A. No. The validation is a normal  
12 process for us for everything that we do. It's  
13 not a specific issue, but it's a concern. We  
14 normally do it for every single product.

15 Q. When you say "validation," are you  
16 referring to getting a trademark for it in the  
17 US? Do you know?

18 A. If it's active, if we need to ask  
19 for the use, if we need to register, any option  
20 has to be worked with Servicios Nutresa.

21 Q. When you say you have to register,  
22 do you mean with the US Trademark Office?

23 A. Yeah.

24 Q. At that time, were you aware of  
25 any -- were you aware of Latinfood selling